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# SECURITY<sup>TM</sup>

THE MAGAZINE FOR SECURITY DECISION MAKERS

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SERVICE SUPPLIERS  
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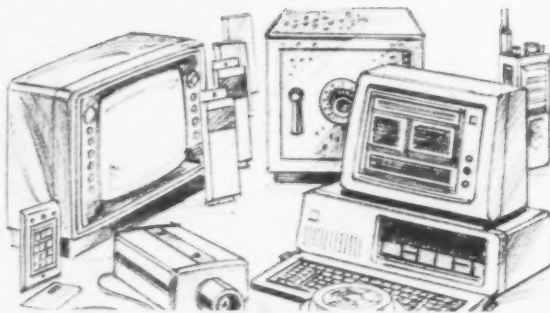
THE MAGAZINE FOR SECURITY DECISION MAKERS

A CAHNERS PUBLICATION/VOLUME 27, NUMBER 11/NOVEMBER 1990

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## SALARIES

### Salary Bargaining: Experience, Degree Do the Talking

Geography and personal background are the factors that determine attractive — or disappointing — security salaries. Specifically, experience, education, location, employer and company size all play a part during security decision makers' salary negotiations.

The sixth annual security/loss prevention survey by Abbott, Langer & Associates, Crete, Ill., finds that average yearly salaries for jobs ranging from security director to security officer vary by nearly \$40,000.

Survey results show that security directors and managers with the highest annual income work for companies with 25,000 employees or more, have at least 25 years of experience, a graduate degree and the Certified Protection Professional (CPP) designation. Security directors and managers with policy-making authority who work for manufacturing organizations earn at least 17 percent more money than their non-manufacturing counterparts. Firms which manufacture chemicals, pharmaceuticals, plastic or rubber pay the most per year, averaging \$76,581.

### AUTHORITY EARNS MORE THAN RESPECT

Average annual salary

|                                                           |          |
|-----------------------------------------------------------|----------|
| Security director/manager with policy-making authority    | \$52,291 |
| Security director/manager without policy-making authority | \$40,175 |
| Investigator                                              | \$29,438 |
| Supervisor of guard operations                            | \$23,727 |
| Armed guard/security officer                              | \$18,956 |
| Unarmed guard/security officer                            | \$14,957 |

Source: Abbott, Langer & Associates

Policy-making security directors fare best on the security pay scale. Salaries for security directors who don't set policy increased more than 12 percent in 1990.

The average salary for security directors and managers with policy-making authority is \$52,291, more than 9.6 percent higher than last year's average. Policy-making security directors with 25

or more years experience earn an average \$58,759. The CPP designation is a ticket to at least 26 percent more money; a graduate degree, 41 percent more.

## SERVICES

### Security Looks Outside For Help With Varied Tasks

Security's expanding role within organizations means big business for service firms. SECURITY's 1990 Forecast Study finds. As the lines between security, facilities management and human

resource tasks continue to blur, security increasingly turns to outside services.

Among all service categories, alarm installation and repair companies and guard services most often earn security's business. More than half of security decision makers — 57 percent — employ alarm service firms. Fifty-six percent employ contract officers.

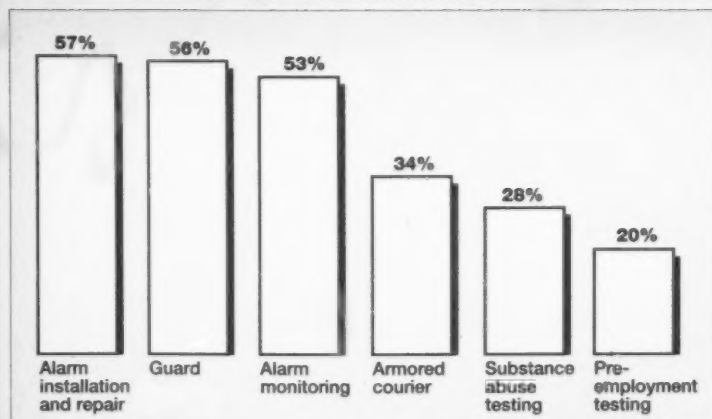
Newer service categories such as disaster planning and badging are catching security's eye. Among respondents, 5 percent use badging services and 11 percent look outside for help with disaster planning. Services which conduct pre-employment testing and background investigations also attract security's business. At least one in five decision makers hires services to assist with these personnel-related tasks.

Security invests its trust in security consultants too. Thirteen percent employ consultants to assist with problem solving.

Use of services varies widely by business type. Finance most often uses alarm, off-site storage and armored courier services. Industry most likely hires guard and substance abuse testing services. Number of employees also affects organizations' decisions to seek outside expertise. Smaller organizations most often hire alarm services; larger firms more often hire contract guards.

### SECURITY INVESTS TRUST, RESOURCES IN SERVICES

Services used in 1989



Source: SECURITY

A growing number of security departments hire services as an alternative to performing every task in-house. Alarm services are most frequently used.